**Jamie Harding**

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**Experience**

**Wine Director/Assistant General Manager, Restaurant Picco, Larkspur, Ca. September 2017- Present**

* Hired to revitalize the wine program for one of Marin County’s top dining destinations, generating annual restaurant revenue of over $5 million.
* Placed a renewed emphasis on staff training to ensure servers are knowledgeable in proper wine service, international varietals and appellations, as well as proper pairing and up-selling techniques.
* Redesigned wine lists and streamlined placements to increase wine revenue while maintaining cost percentage.
* Managed all daily front-of-house operations, worked the floor nightly as sommelier.

**Wine Director, Cavallo Point Lodge, Sausalito, Ca. April 2013-June 2017**

* Managed all aspects of a $1 million, 15,000 bottle wine cellar, including purchasing, acquisition of fine and rare wines, staff training, mentoring sommelier staff, menu development, maintaining printed an online wine lists, pairing wines for tasting menus and special events. Worked the restaurant floor nightly as a sommelier.
* Consistently exceeded budgeted goals for revenue and cost percentage.
* Achieved new record highs for annual Wine Department revenue and profits in 2013 and 2014.
* Regularly generated annual wine revenue of over $1.5 million.
* Recipient of the Wine Spectator Grand Award in 2016 for Murray Circle Restaurant, the property’s first time winning the award.

**Lead Sommelier, Cavallo Point Lodge, Sausalito, Ca. November 2009-April 2013**

* Assisted restaurant and bar guests with a 2000+ selection wine list, performed wine service, supported and supervised floor staff.
* Conducted regular staff training.
* Maintained and organized a 15,000 bottle wine cellar, ordered and received wines and glassware, tracked invoices, assisted in monthly wine cellar inventory.

## Sales Manager, Indie Wine Distribution, San Francisco, Ca. June 2008-January 2009

* Outside wine sales to on and off premise accounts for a start-up wine distribution company.
* Opened several new territories and accounts in the San Francisco and mid-peninsula area.

**Education**

**San Francisco State University**

* Bachelor of Arts Degree, Communications

**Certifications**

**Court of Master Sommeliers**

* Second Level Certification, Certified Sommelier

**Skills**

Highly computer proficient, including Microsoft Office Suite, Micros POS, Open Table, and BinWise inventory software.